

## Message Text

UNCLASSIFIED

PAGE 01 PRAGUE 00934 241354Z

50

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W  
----- 028324

R 241308Z APR 75

FM AMEMBASSY PRAGUE

TO USDOC

INFO SECSTATE WASHDC 7964

AMEMBASSY BUCHAREST

AMEMBASSY VIENNA

AMEMBASSY WARSAW

UNCLAS PRAGUE 934

COMMERCE FOR BEWT/TPD (THOMPSON) AND BIC/OIM/SAD (MURRIN)

FROM ELLIS

VIENNA FOR USEWTC

E.O. 11652: N/A

TAGS: BEXP, CZ

SUBJECT: MINING EQUIPMENT AND TECHNOLOGY TRADE MISSION

REF: PRAGUE 758 AND PREVIOUS

1. MISSION DEPARTED APRIL 23 AFTER TWO FULL DAYS OF PRODUCTIVE EXPLORATORY DISCUSSIONS WITH KEY OFFICIALS, TECHNICIANS AND END-USERS IN CZECHOSLOVAK MINING AND METALLURGICAL INDUSTRY. RECEPTION BY CZECHS WAS FRIENDLY AND BUSINESSLIKE, AND THEY DISPLAYED SERIOUS INTEREST IN U.S. EQUIPMENT AND PROCESSES.

2. INTRODUCTORY GENERAL SESSION ON MONDAY, APRIL 21, RESULTED IN NUMEROUS INDIVIDUAL APPOINTMENTS LATER WHICH EVOLVED INTO DETAILED DISCUSSIONS THROUGH AFTERNOON OF APRIL 22. MISSION MEMBERS WERE OF OPINION THAT PROGRAM WAS WELL-ORGANIZED AND WERE UNIFORMLY IMPRESSED BY HIGH CALIBER OF CZECHOSLOVAK AUDIENCE.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 PRAGUE 00934 241354Z

3. SALES RESULTS PROJECTED MY MISSION MEMBERS TOATL OVER \$1 MILLION, WITH 16 SALES LEADS OBTAINED. (ALTHOUGH PROJECTED SALES FIGURE MAY SEEM HIGH, IT SHOULD BE BORNE IN MIND THAT EQUIPMENT INVOLVED IS GENERALLY OF ENORMOUS UNIT SIZE AND THEREFORE EVEN ONE OR TWO CONTRACTS COULD LEAD TO RELATIVELY LARGE VALUE IN SALES.) MISSION MEMBERS WERE TOLD BY MFT REPRESENTATIVE THAT CONSIDERABLY BETTER SALES RESULTS COULD BE OBTAINED IN FUTURE IF STEPS WERE TAKEN BY USG TO NORMALIZE TRADE RELATIONS WITH CZECHOSLOVAKIA THROUGH EARLY RESOLUTION OF PROBLEMS RELATED TO TRADE ACT OF 1974. CZECHS NEVERTHELESS SHOWED SERIOUS INTEREST IN NUMBER OF PRODUCTS REPRESENTED BY MISSION BECAUSE OF SUPERIOR TECHNICAL AND OPERATION CHARACTERISTICS. SEVERAL MISSION MEMBERS INTEND TO RETURN IN NEXT SEVERAL MONTHS TO FOLLOW UP ON CONTACTS MADE DURING MISSION.

4. APPROXIMATE BUDGET RESULTS (IN U.S. DOLLARS ARE AS FOLLOWS:

DIRECTOR'S SUITE (3 NIGHTS) \$270

INTERPRETERS & 165

PUBLICITY SERVICES (RAPID) 90.

PHOTOGRAPHER 25.

EMBASSY STAFF OVERTIME 40.

TOTAL \$590

(ABOVE TOTAL WILL BE INCREASED BY AS MUCH AS \$80 FOR PRINTING OF ADDITIONAL BROCHURES AT USEWTC, VIENNA AND COST OF PHONE CALLS INCURRED IN INVITING CZECHOSLOVAK GUESTS TO GENERAL MEETING AND RECEPTION ON APRIL 21, AND IN SECURING INDIVIDUAL APPOINTMENTS.)

HOSPITALITY BUDGET:

LUNCHEON AT HOTEL JALTA \$800.

RECEPTION AT EMBASSY (90 ATTENDEES) 270.

BUS RENTAL 125.

REFRESHMENTS (COFFEE, ETC.) 60.

TOTAL \$1,255

5. COMMENT: AS FIRST TRADE MISSION TO CZECHOSLOVAKIA IN NEARLY SIXTEEN MONTHS, EMBASSY CONSIDERED PRODUCT THEME AND COMPOSITION OF MISSION IDEAL FOR CURRENT UNCLASSIFIED

UNCLASSIFIED

PAGE 03 PRAGUE 00934 241354Z

MARKET CONDITONS. ALL FIRMS ARE HIGLY RESPECTED IN THEIR FIELD AND CZECHOSLOVAK MINING TECHNICIANS WERE CLEARLY IMPRESSED BY CAPABILITIES OF MACHINERY PRODUCED BY EACH U.S. FIRM. MAJOR FACTORS LIMITING OUTLOOK FOR SALES IN NEAR TERM REMAIN, HOWEVER; A SEVERE LACK OF HARD CURRENCY AND OFFICIAL RELUCTANCE TO INCREASE TRADE WITH U.S. UNTIL DIFFICULTIES OVER TRADE ACT HAVE BEEN RESOLVED.

ON BALANCE, WE FEEL MISSION WAS AS SUCCESSFUL AS  
COULD BE EXPECTED AND WE LOOK FORWARD TO MORE  
TRADE MISSIONS OF THIS CALIBER IN FUTURE.  
PERRY

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 24 APR 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975PRAGUE00934  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750144-0387  
**From:** PRAGUE  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750420/aaaaasub.tel  
**Line Count:** 119  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EUR  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 PRAGUE 758  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** ShawDG  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 08 JUL 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <08 JUL 2003 by SilvaL0>; APPROVED <03 FEB 2004 by ShawDG>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** MINING EQUIPMENT AND TECHNOLOGY TRADE MISSION  
**TAGS:** BEXP, CZ  
**To:** COM  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006